

Value Consulting

Analyse the impact of strategic decisions

Value Consulting is about applying the value Based Management concept.



Do you know the value impact of your business decisions?



All business decisions impact value, but do you know by how much? Applying a value lens to your most important business decisions brings stakeholder value impact into clearer focus to help:



Linking decision-making to shareholder value impact

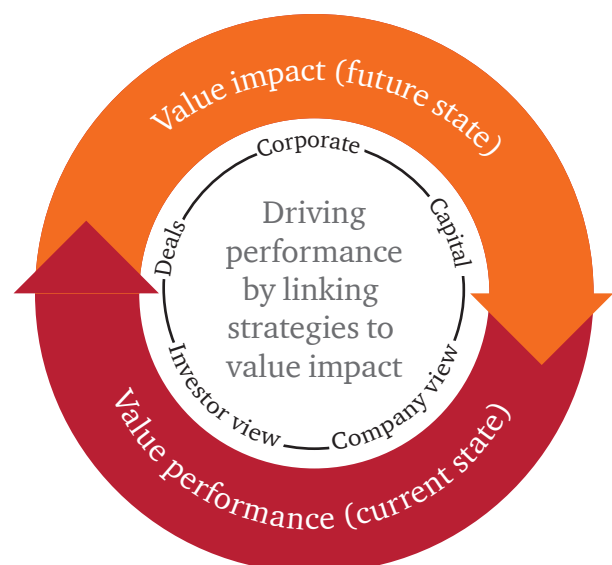
Value Performance

Do you have a clear view into when and where value is being created – or destroyed – in your businesses or businesses you might want to own? Bringing the answers to value questions into sharper focus can help you make better strategic decisions.

Value Impact

Does your organization face these types of value questions?

- Will growth generate sufficient returns on capital required to achieve the desired results?
- Which cost cutting initiatives create the most value and when?
- How might the capital markets respond to a potential strategy?
- What hard-to-quantify intangible costs and benefits should be valued in considering whether to deploy a sustainability initiative?
- How do we deploy capital and value projects more efficiently?
- How can management performance be measured based on value creation?
- Will a transaction create value for shareholders?



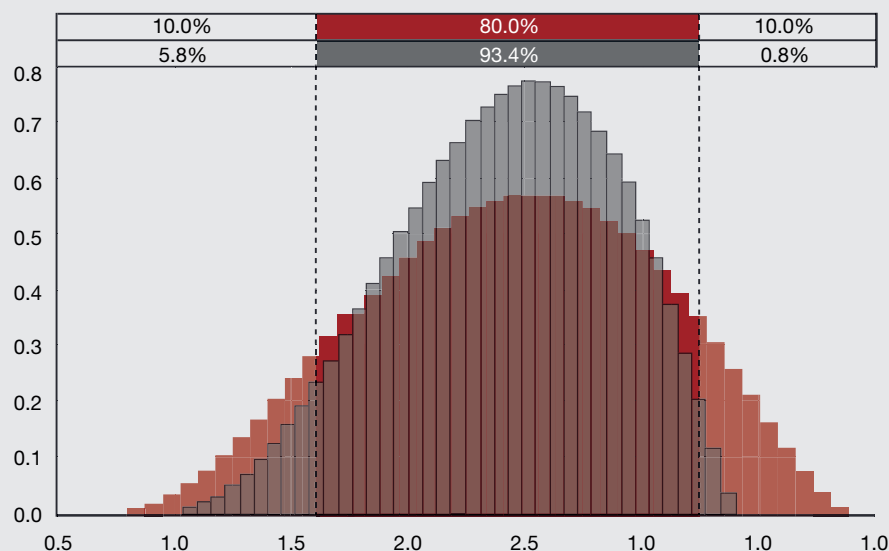
Analyse the impact of strategic decisions

Strategic initiatives undertaken at today's most successful organizations often share two common goals: increasing value and mitigating risk. But how much value should you expect from investing in additional resources, negotiating strategic agreements or launching a new business venture? Could other alternatives deliver greater value? How do you link shareholder value to strategic goals and business performance?

Answering these questions requires a deeper understanding of the value, risks and opportunities of major decisions. It also requires quantifying your alternatives to build consensus regarding strategic direction and outline a clearer path toward accomplishing your goals as the uncertain future unfolds.

Probability distribution of values

Value Consulting provides access to state-of-the-art tools, technologies and models to assist your organization with understanding the value impact of your most complex strategic initiatives.



How can we help

Value performance metrics can be viewed through two lenses:

Investor view: outside-in

- Analyst market metrics
- Market performance analytic
- Business performance analytic

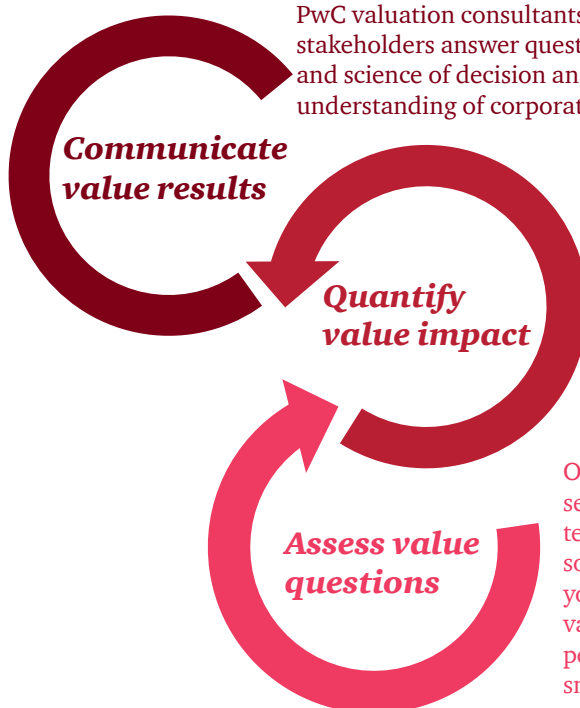
Company view: inside-out

- Business performance analytic
- Division / product level value creation
- Enterprise profitability and growth studies

PwC valuation consultants help CFOs and other stakeholders answer questions. We combine the art and science of decision analysis with a deep understanding of corporate finance.

By applying tested analytical approaches and business knowledge, we can help create frameworks that capture the critical link between strategy and value. Our approach enables management to assess value creation at the centre.

Our valuation consultants work seamlessly with other PwC teams to provide a cohesive solution. The result: we help you strive for more clarity about value impact, how others will perceive value, and, ultimately, smarter decision-making.



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